

County of Loudoun
Division of Procurement
Sole Source Request and Justification Form

Purpose

This form must accompany requisitions for the sole source procurement of equipment, software, construction, supplies, or services when the purchase will exceed \$50,000. The purpose of this sole source justification is to show that a competitive procurement is not possible because only one product or service can meet the specific need. It is not to be used to circumvent normal purchasing procedure, nor for a price-based justification (your justification cannot be that it is the best price around.) Approval of this request will be at the discretion of the Assistant Purchasing Agent, who may conduct additional research.

Statement

I am aware that Commonwealth of Virginia and County procurement regulations require procurements to be done competitively whenever possible. I am requesting a sole source procurement based on the following criteria. The following statements are complete and accurate, based on my professional judgement and investigations. I also certify that no personal advantage, gain or privilege has (or will) accrue to my immediate family or myself through the purchase from this vendor, nor is a family member employed by or is an officer of this vendor.

Department Head printed name: Gene Troxell

Department Head's signature:  Date: 3/31/2005

Contact Name John Pumphrey Phone: x5477

Requested Vendor: Motorola Inc.

Briefly describe the product/service requested, its function and what it will be used for:

Loudoun County Fire & Rescue applied for and received federal FY03 Homeland Security Grant Funds for radio interoperability for First Responders. The products and services that are included in this sole source request will be used to improve radio interoperability with Clark County, Virginia and Jefferson County, West Virginia when mutual aid is either being provided to Loudoun County by these jurisdictions or when Loudoun County responds into their jurisdiction for assistance. The radio products to be purchased will be integrated by

Motorola with the existing radio infrastructure that Motorola constructed for Loudoun County as part of the Public Safety Radio Communications system.

Please select the category (or categories) that best describe your sole source requirement. Answer all of the questions pertaining to that category, attach additional pages as needed. Complete only those categories that are applicable.

A. Compatibility with existing equipment, methodology, or training:

1. With what other material or equipment must this requirement be compatible?

Harris Microwave system installed and maintained by Motorola and the Motorola central electronics banks and Gold Elite Console system.

2. What is the approximate dollar value of the existing material or equipment?

Approximately \$13 million dollars.

3. What are the unique properties that make this the only product compatible with the existing material or equipment?

The radio equipment being installed at the Bluemont and Loudoun Heights tower sites will communicate with the Loudoun County Emergency Communications Center over the Harris Microwave System. This system carries all communications from these sites and will be integrated through the central electronics banks at the Loudoun County ECC so it will appear on the Motorola Gold Elite dispatch consoles.

4. Provide any other supporting information, if applicable.

B. Only known manufacturer of this product:

1. What investigation has been done to support this claim (i.e., trade shows, Internet searches, professional journals, colleagues, etc.)? Please list sources.
2. What other manufacturers did you solicit information from? Please list their names and summarize your findings.
3. Does this manufacturer sell directly or through distributors? *Note: If the manufacturer has more than one distributor, a proprietary product may exist and Purchasing may seek competition from these distributors.*

Motorola sells direct and through distributors however Loudoun County's contract relationship is with Motorola, Inc. for all maintenance and support of the Public Safety Radio Communications System.

C. Only product that will meet the requirements of the intended use although other like items exist:

1. What other manufacturers did you evaluate? Please identify the manufacturer and the product deficiencies that lead to their disqualification. Attach all vendor quotations to this form.

Loudoun County DIT and Fire Rescue staff investigated products and received demonstrations from Systems Engineering Technologies Corporation (Sytech) of Alexandria, Virginia as an alternative to the Motorola solution. Because the Sytech product and for that matter any similar radio product would create the requirement for a separate radio control console to control their equipment in the Emergency Communication Center and would also require integration by Motorola into the Harris Microwave system to support communications from the tower sites, the recommendation is to pursue the integrated solution proposed by Motorola.

2. If this product is superior to all others, state the reasons why. (Give specific characteristics, capabilities, and properties.) **see # 1 above**

3. Provide other supporting research to document the need for only this specific manufacturer, if applicable.

D. Regional Support or Service of Needed Equipment:

1. Is this the only known vendor to support and/or service this type of product in this region? **Yes**

2. If yes, give support of your need for immediate service as the primary requirement for vendor selection when buying new equipment. *(Note: This alone will not qualify as sole source if there are other manufacturers that sell and service similar products within this region. Additional support would be required above.)*

Loudoun County has a 5 year contract with Motorola, Inc. to support all equipment that is part of the Public Safety Radio Communications system. We are currently in year three of that contract.

E. Service Providers:

1. Is this the only known vendor that provides maintenance or repair services for existing equipment? **No**

2. If another type of service is needed, explain why no other vendor is acceptable.

Other vendors could provide service for equipment that was not part of the components required for transporting the microwave signal however it would place the County in the position of arbitrator in situations where the overall system was not functioning properly and this is unacceptable with the Public Safety Radio System.

F. What are the consequences of not securing this specific item or service?
Loudoun County will not have an integrated communications solution for interoperability with Clarke County, Va. and Jefferson County, West Virginia.

G. Provide any additional information not furnished above that supports your specific requirements necessitating a sole source purchase: